

600 Broadway, Suite 200
Kansas City, Missouri 64105-1659

816/474-4240
816/421-7758 FAX
www.marc.org



June 26, 2012

Ms. Lee Ann Kell, P.E.
District Planning Manager
Missouri Department of Transportation
600 Northeast Colbern Road
Lee's Summit, MO 64086

I do hereby certify that in accordance with the requirements of 23 CFR 635.411(a)(2), no equally suitable alternate exists for this patented or proprietary item.

Leslie Spencer Fowler
ITS Program Manager
Kansas Department of Transportation
Eisenhower State Office Building, 6th Floor Tower
700 SW Harrison,
Topeka, KS 66603-3745


Kathryn P. Harvey, State Design Engineer

RE: Miovision Traffic Counters - Request for single feasible source purchase - Background

This letter is a follow up to provide additional information related to the letter first sent on June 7, 2012.

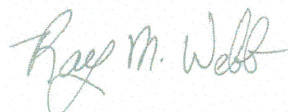
Operations Green Light (OGL) is the Kansas City's regional traffic management program that works with 22 local agencies to operate nearly 700 traffic signals. Currently MARC either uses manual methods to collect turning movement counts or outsources the counts to our traffic engineering consultant. MARC utilizes federal funds in its operations and would utilize federal funds (and local funds) for this purchase as well.

While there are a number of traffic counters on the market, MARC seeks a non-intrusive counter. For purposes of taking counts for 24 hours, the industry often uses plates or tubes. In either case, staff would have to be in traffic to place the plates or tubes to secure them. The routes associated with OGL are some of the most heavily traveled routes. Having a non-intrusive product provides for safety of the employee and would not require being in traffic. It should be noted that plates can be used for turning movement counts; they are not typically used in this application.

The Miovision product allows for the automation of turning movement counts at signalized intersections and can also provide 24 hour counts in the same setup. The product mounts on nearby signal poles and the video is later processed using proprietary algorithms. There are video products that allow an intersection to be video recorded and later replayed but would require a staff person to take the counts off the recording and thus not saving time over a manual count.

This letter is not intended to provide extensive product research of the marketplace. However, to my knowledge there are no other products that offer the combination of non-intrusive counting, portability and ability for multiple counting applications. For that reason I request a sole source justification for this product that meets our specific needs. You may contact me with any questions at (816) 474-4240.

Sincerely,



Ray M. Webb, PE, PTOE
Traffic Operations Manager

Chair
Tom Cooley
Commissioner
Unified Government
of Wyandotte County/
Kansas City, Kan.

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Executive Director
David A. Warm

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June 7, 2012

Ms Lee Ann Kell, P.E.
District Planning Manager
Missouri Department of Transportation
600 Northeast Colbern Road
Lee's Summit, MO 64086

Leslie Spencer Fowler
ITS Program Manager
Kansas Department of Transportation
Eisenhower State Office Building, 6th Floor Tower
700 SW Harrison,
Topeka, KS 66603-3745

RE: Miovision Traffic Counters - Request for single feasible source purchase

This letter is to request that the automated traffic count system provided by Miovision Technologies Inc. be considered as a single source product for MARC procurement. Miovision Technologies Inc. is the sole equipment manufacturer and service provider of this product. This portable video equipment that can collect video for turning movement intersection studies that will interface with existing traffic counters, as well as be replacements for current counters. Purchase orders, either individually or in the aggregate, may exceed \$25,000 annually. The system utilizes specially developed algorithms and systems and is protected by U.S. patent 20080270569 (pending).

Supplier: Miovision Technologies
148 Manitou Dr, Suite 101
Kitchener, Ontario
Canada N2C 1L3
877-646-8476 PHONE
866-413-2928 FAX
<http://www.miovision.com/>

MoDOT has recently accepted this product as a single source provider under notice SFS 7-120423FR. Please provide MARC with acceptance of this request. You may contact me with any questions at (816) 474-4240.

Sincerely,

A handwritten signature in dark ink, appearing to read "Ray M. Webb".

Ray M. Webb, PE, PTOE
Traffic Operations Manager

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Commissioner
Unified Government
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Kansas City, Kan.

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Secretary
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Councilmember
Kansas City, Mo.

Executive Director
David A. Warm

August 31, 2012

Sole Source Letter

To Whom It May Concern,

This letter is to confirm that the automated traffic count system provided by Miovision Technologies Inc. is a single source product. Miovision Technologies Inc. is the sole equipment manufacturer and service provider of this product. The system utilizes specially developed algorithms and systems and is protected by U.S. patent 20080270569. In plain terms, Miovision is the only innovator and provider of a system in which the user can upload video; configure what data they want extracted from the video; and receive that data in various reporting formats.

If you desire additional information, please don't hesitate to contact me at 519-513-2407 ext 206 at any time or visit our web site at <http://www.miovision.com>.

Sincerely,

A handwritten signature in black ink, appearing to read "Kurtis McBride", with a stylized flourish at the end.

Kurtis McBride, CEO
Miovision Technologies Inc.

SINGLE FEASIBLE SOURCE (SFS) APPROVAL REQUEST WORKSHEET

TO: Senior Procurement Agent
Frankie Ryan
573-522-9481

FROM: Traffic Management and Operations Engineer
Jon Nelson, P.E.
573-751-1157

RE: SFS Approval Request

DATE: March 12, 2012

DESCRIPTION:

Please specify the exact product/service your agency needs: Traffic and Highway Safety is looking to establish a statewide contract from which district offices may acquire non-intrusive, portable video equipment that can sufficiently collect video data for processing traffic counts and turning movements at various intersection configurations throughout the state. In addition to the video equipment, the desired contract should also provide web based services to which the video data can be uploaded and from which automated reports can be generated for information including intersection traffic counts, turning movements, and vehicle classifications (passenger vehicles, small trucks, heavy commercial trucks, bicycles). Installation and operation of such equipment should be able to be completed by one person easily, in a short amount of time and without the assistance of specialized equipment.

Is this a one-time acquisition or an ongoing need to acquire this product/service? There is an ongoing need to acquire this product and, especially, the service. District offices will determine each year how many traffic counts they need to complete and will, in turn, utilize the video equipment they've acquired to capture the video data needed to populate the web service and, ultimately, generate the desired reports.

If ongoing, please specify the period for which the SFS is being requested: The video equipment is less likely to be acquired from year to year. The web service hours, however, will be purchased regularly throughout the life of the equipment. It is anticipated that service hours would be purchased for at least the next three years:

Contractor name and vendor code: Miovision

Estimated amount of the SFS request: \$150,000 per year

JUSTIFICATION:

In the space provided below or on an attached page, please explain how the product/service described above satisfies one or more of the following SFS criteria (RSMo 34.044):

- a. Supplies are proprietary and only available from the manufacturer or a single distributor; or

- b. Based on past procurement experience, it is determined that only one distributor services the region in which the supplies are needed; or
- c. Supplies are available at a discount from a single distributor for a limited period of time.

Traffic and Highway Safety's request for a single feasible source approval is based on a couple of factors. First and foremost, research and communication efforts of the division have yielded no evidence that any vendors other than Miovision can provide the desired product/services. MoDOT has been using Miovision for a couple of years in individual districts, and, to date, vendors who can offer comparable services have not been identified. Specifically, Miovision provides the unique service of not only providing sufficient equipment to collect the video data, but also allowing for that video data to be uploaded to a web service for analysis and report generation. Several vendors provide sufficient equipment for collecting the video data. In general, however, the equipment provided by these other vendors requires the data to be manually processed by a person after collection. This is not the case with Miovision. One other vendor, Aldis Inc., was identified as providing both the video collection equipment and a comparable software analysis tool called GridSmart. The video equipment for GridSmart, however, is a trailer-mounted system that is not easily and quickly deployed by a single person. In addition, the large size of the unit creates a potential intrusion to traffic (see picture below). The equipment MoDOT currently utilizes from MoDOT is small (can fit in a passenger vehicle) and can be deployed in minutes.

The other factor leading to the request for a SFS approval is based on the fact that MoDOT has already invested into Miovision equipment. To date, district offices have already purchased 12 video collection units combined in the Central and Southwest Districts. In addition to the fiscal investment already made, the equipment and services have been sufficiently utilized and proven to provide desired results. The satisfaction of the existing units and service is what has prompted the request for a statewide contract. Other district offices are interested in purchasing equipment, and MoDOT can get a better rate on analysis services by purchasing larger quantities on a statewide contract (as opposed to individual purchases).

Aldis Inc. – GridSmart Camera



Miovision Camera

